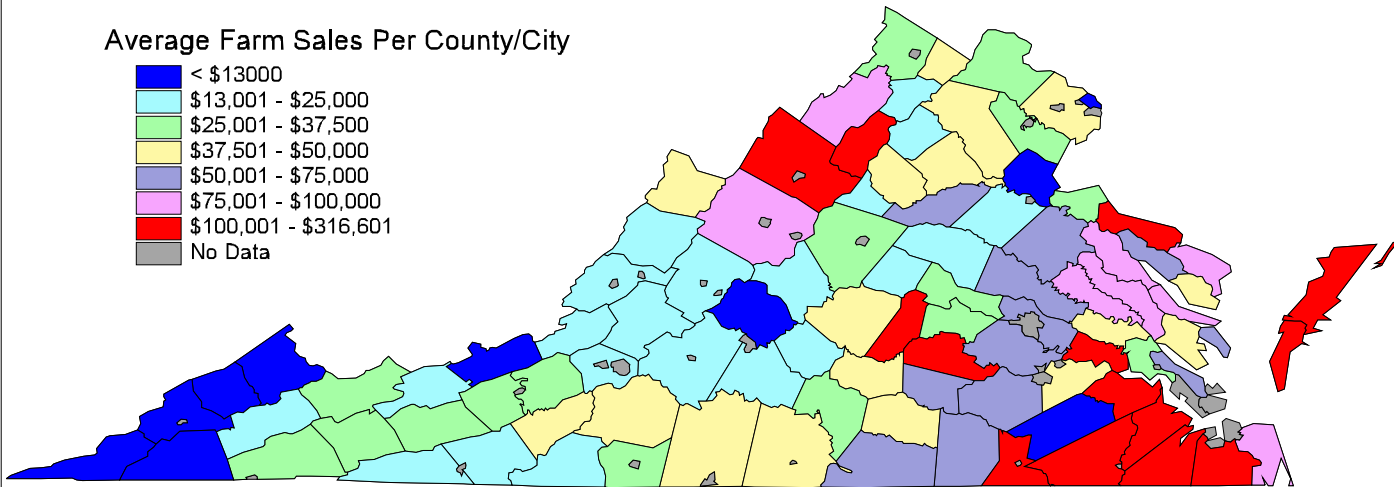
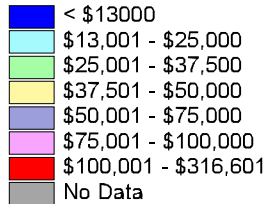


Indicators of Limited Resources

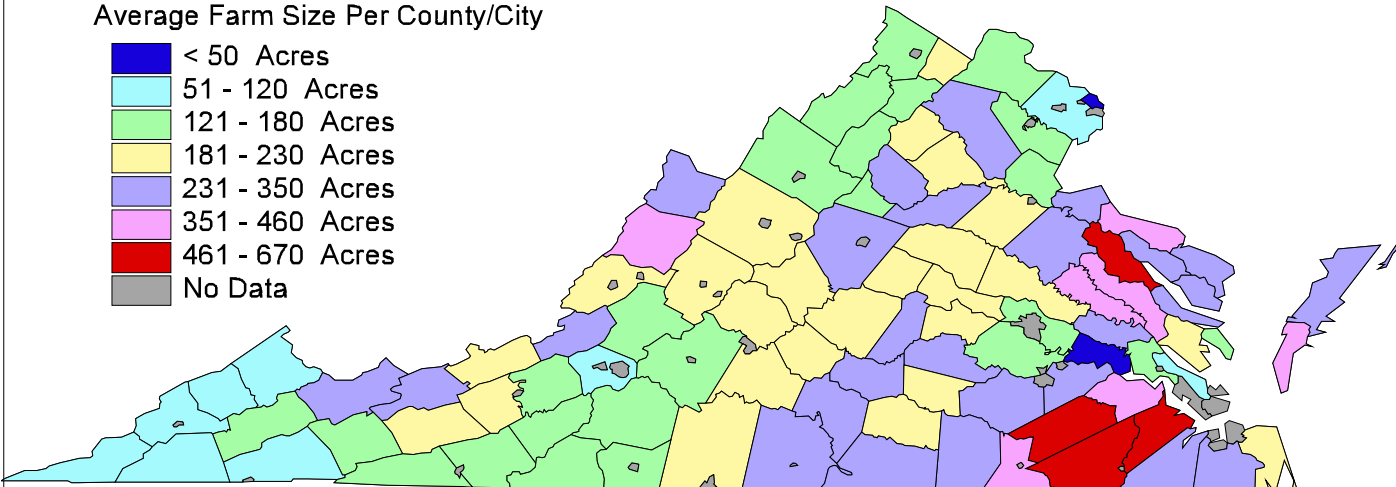
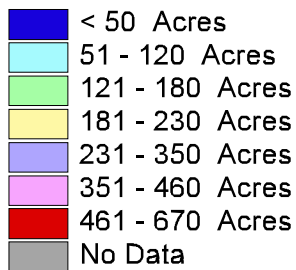
Gross farm sales are an indicator of limited resources.

Average Farm Sales Per County/City



Small Farmers are an example of a typically under-served customer. Small farms also indicate possible limited resources. In Virginia, the mean of the County Average Farm Size is 228 acres.

Average Farm Size Per County/City



NOTE: Identifying a limited resource farmer is a judgment call based on your experience with your geographic area and your ongoing relationship with the customers within your work area.